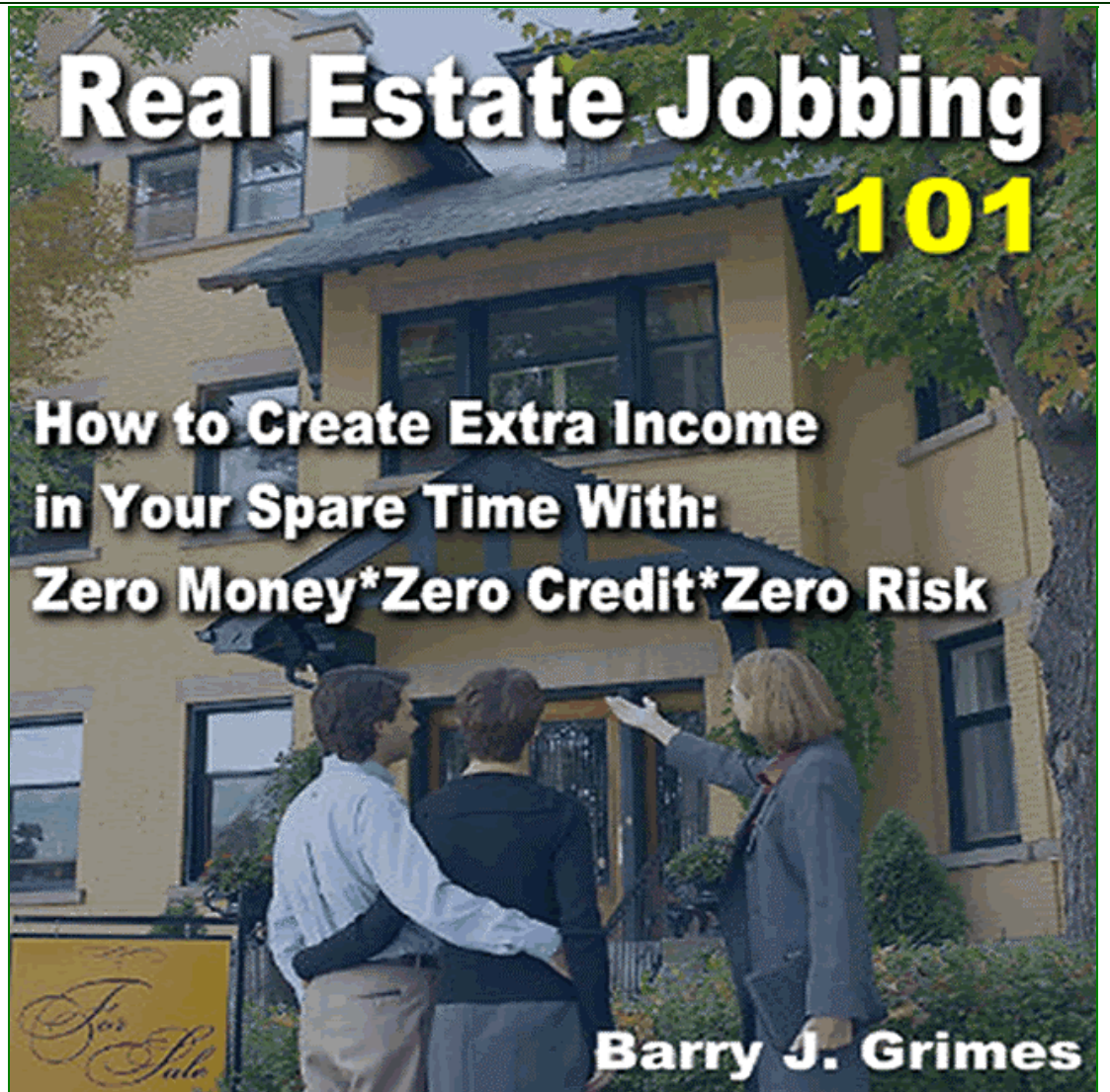


Real Estate Jobbing **101**

**How to Create Extra Income
in Your Spare Time With:
Zero Money*Zero Credit*Zero Risk**



Barry J. Grimes

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HOW TO USE THE E-BOOK

The Real Estate Jobbing 101 e-book is published in the Adobe PDF format to provide you with the absolute most enjoyable reading experience possible.

This section covers how to use the Real Estate Jobbing 101 e-book with the Adobe Reader. If you are already an experienced Adobe user please feel free to [skip ahead](#).

The Real Estate Jobbing 101 e-book works best when read online, since there are so many interactive elements. A simple click will transport you to another part of the book or to an outside website.

However, you can print the e-book if you find it easier working with a printed copy. Please respect the intellectual [copyrights](#) attached to this book, and do not make copies for others.

Real Estate Jobbing 101

Links

There are many useful links, both internal and external throughout the Real Estate Jobbing 101 e-book.

Internal links are displayed as blue underlined text, such as [Table of Contents](#). The links will take you to another reference for the word or phrase, which may help reinforce the point being made.

Click the “**Previous View**” button to return to your original spot in the book. There will be more on this button later.

External links are displayed with the full website address and sometimes with the website’s logo. You can click the text address to go to the website. To use the external links, please make sure you have an Internet connection open.



<http://www.reiclub.com>

Text displayed in other colors, such as red is done strictly to **emphasize** an important point, which is worth reviewing.

Real Estate Jobbing 101

Table of Contents

The [table of contents](#) is designed to allow you to quickly jump to a specific topic in the book. Please note, the table of contents’ links are not blue or underlined.

Real Estate Jobbing 101

The Adobe Reader Environment

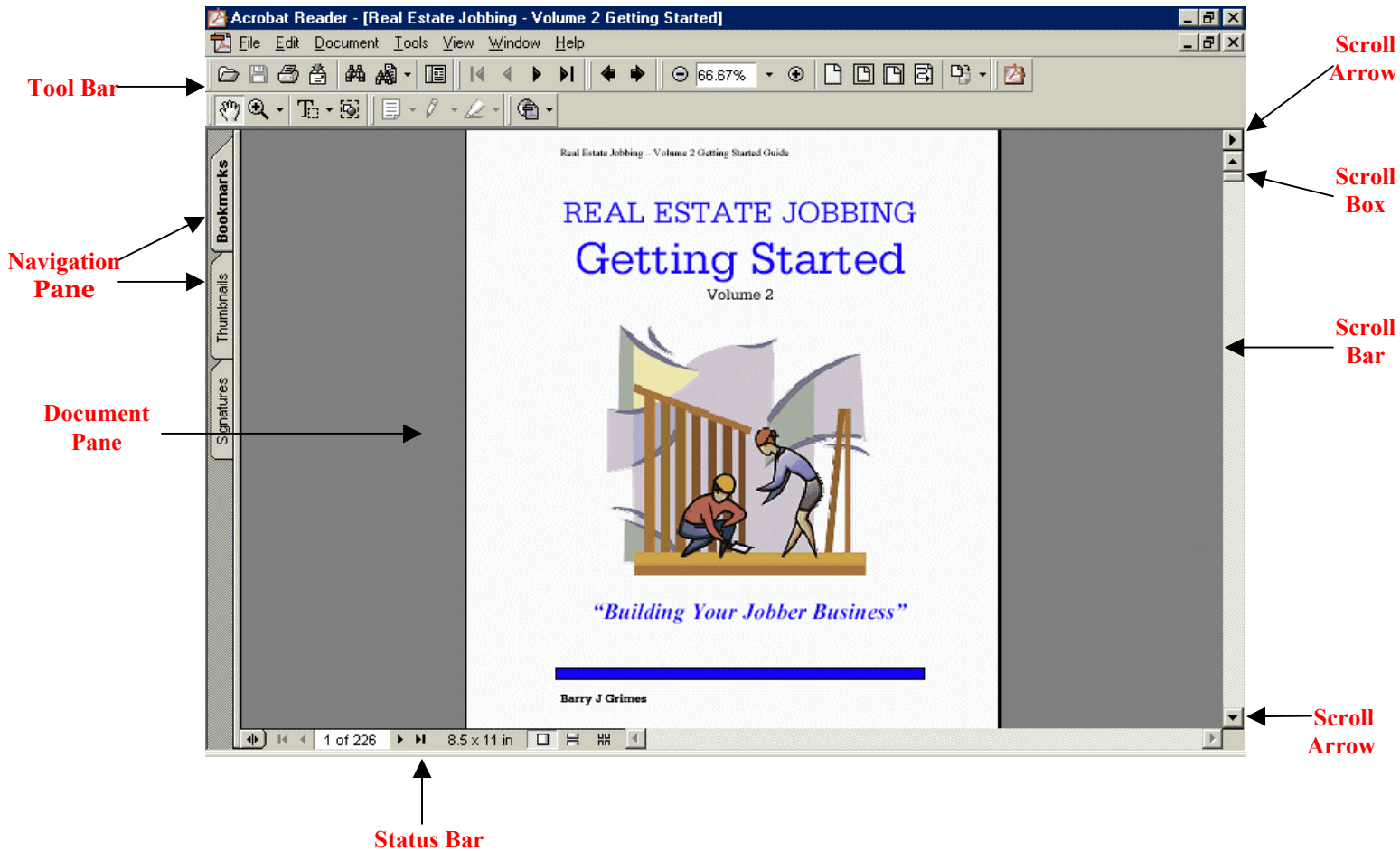
What follows is a brief overview of the most important functions in your Adobe Reader for effectively using the Real Estate Jobbing 101 e-book.

I encourage you to download the most recent version of the free Adobe Reader to assure that you have the latest functionality available. Click below to download the latest version.



<http://www.adobe.com/products/acrobat/readstep2.html>

The Adobe Reader 5.1 User Interface Environment



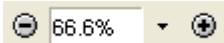
The Adobe Reader's user interface has four main work areas for using your Real Estate Jobbing 101 e-book.



1. **The Tool Bar** – located at the top of the screen and contains tools for viewing and moving through the books.
2. **The Navigation Pane** – located on the left side of the screen and contains the thumbnail and bookmark navigational tools.
3. **The Document Pane** – located to the right of the navigation pane. This is where the current page(s) of the book is displayed.
4. **The Status Bar** – located at the bottom of the screen, and contains more tools for viewing and moving through the books.

Viewing Pages

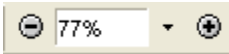
There are several ways to change your page view. Please experiment with the different views to find out what's most comfortable for you.

Zoom Bar

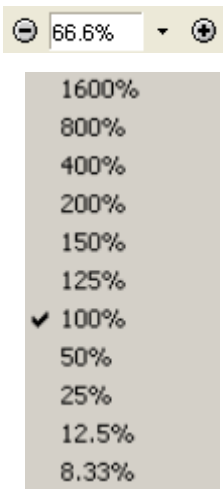


The zoom bar is located in the [Tool Bar](#). You can click the  button to zoom out, which makes the page view smaller. You can click on the  zoom in button, which makes the page view larger.

You can also type over the 66.6% with a value of your choice, say 77%, for a custom view.





If you click the down arrow next to the 66.6%, you can choose from several pre-defined page view sizes, as shown below. If you click on the 100% view size the change will take place immediately.



Zoom Icons



The zoom icons are located in the [Tool Bar](#). You can do a quick zoom by using the **Zoom In** icon , or the **Zoom Out** icon . Clicking these icons will increase/decrease your viewing area each time you click on the page.

Page View Tools



These tools are located in the [Bottom Status Bar](#).

The icon on the left is the single page view, and shows only one page at a time.

The middle icon is for a continuous view, and allows you to scroll continuously through the book.

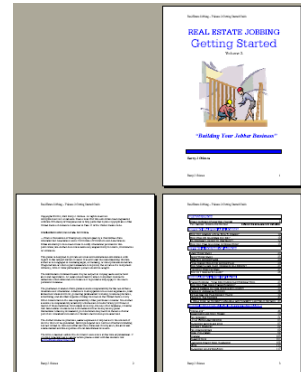
The icon on the right is the continuous facing option. This option shows two pages side by side, and allows you to scroll continuously through the pages.



Single Page View



Continuous Page View



Continuous Facing View

Test all of the views and see which works best with your system.

Navigation Pane

The [Navigation Pane](#) is located on the left side of your screen and contains the Bookmark and Thumbnail navigational tools. You can open and close the Navigation pane with the Show/Hide Navigation Pane icon located on the tool bar.



Bookmarks

You can open the bookmarks by clicking on the bookmark tab. By clicking on any of the bookmark topics, you are immediately taken to that page. If the topic has a + symbol, then there are subtopics, as shown below.

Similarly you can click on the sub-topics and you'll be taken directly to the sub-topic.



Thumbnails

You can open the thumbnails by clicking on the thumbnail tab. Thumbnails are miniature representations of the pages in the e-book. Clicking on a thumbnail picture takes you directly to the page it represents.



Bookmarks and thumbnails are excellent navigational tools, but they will take up screen space. I recommend closing the [Navigational Pane](#) if you are not using it.

Real Estate Jobbing 101

Getting Around

You have many options to move from page to page in the Real Estate Jobbing 101 e-book. Check them all out and see which works best for you and your system.

The Keyboard Arrow Keys



The up arrow advances the page up one line at a time. The down arrow advances the page down one line at a time. The left arrow advances one full page back. The right arrow advances one full page forward.

Tool Bar Icons



Takes you to the first page in the book.



Takes you back one page.



Takes you forward one page.



Takes you to the last page in the book.

Scroll Bar



The scroll bar is on the right hand side of the screen. As you hold your left mouse button down and drag the [scroll box](#) up or down, the page number will be displayed. When you get to the desired page release the mouse button.

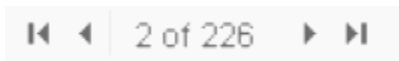
Clicking above or below the scroll box will advance or reverse a section of the page.

You can also click on the [scroll arrows](#) at the top or bottom of the scroll bar to advance or review the pages. If you click the arrows

the page will move one line at a time. If you hold your left mouse button down on an arrow, the pages will advance or reverse continuously. Scroll arrows are shown below.



[Status Bar Icons](#)



These icons are located at the bottom of the screen in the status bar. The arrow buttons work just like the tool bar icons above. The middle section shows what page you are currently on, and the total number of pages in the book. If you click in the page number section, you can type in a new page number and immediately jump to that page.

Previous Page View Buttons



These buttons are located at the top of the screen, in the [Tool Bar](#). The buttons work like the “Back” and “Forward” buttons on your web browser. If you are on page 25 and click a hyperlink that jumps you to page 76, the left arrow will take you back to page 25. If you then click the right arrow, it will take you forward to page 76.

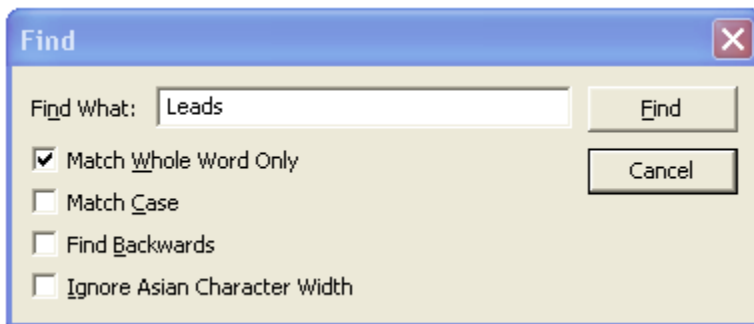
Search Tools

The Find Icon

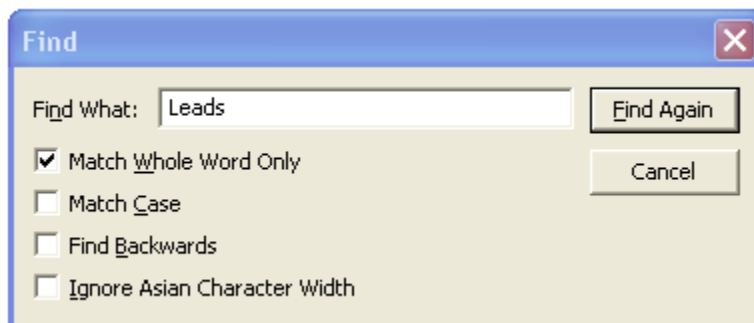


Located on the [Tool Bar](#). You can use this icon to search for words throughout the book. Click the icon to bring up the search box.

Enter the word you are searching for, select the match criteria and click on find.



The first instance of the word "leads" is found. You can click "Cancel" to stay at the current page, or click on "Find Again" to go to the next place the word "leads" is found.



Some of the functions may differ based on your operating system and the version of the Adobe Reader that you have.

Please experiment with all of the features that your Adobe Reader has to offer. I want your reading experience of the Real Estate Jobbing 101 e-book to be as beneficial and enjoyable as possible.

Click below if you need the latest version of the free Adobe Reader.



<http://www.adobe.com/products/acrobat/readstep2.html>

Okay, let's get started!

INTRODUCTION

Thank you for requesting Real Estate Jobbing 101, a free e-book courtesy of **reiclub.com**.

Real estate investing is the greatest wealth-building vehicle there is. Building true wealth is not making deposits into your 401K, having payroll deductions placed in your pension plan or making contributions to your IRA.

Building true wealth is being able to choose when to retire, and then being able to continue living the lifestyle that you are accustomed to, purely from passive income based on your investments. The key phrase is “**you choose when to retire.**” You are not forced out, you can continue working as long as it’s enjoyable.

What is passive income? It’s income that you are no longer working to earn; your money is now working for you. You have income that continues to flow in, even if you never get out of bed. Although I would suggest getting up and enjoying your hard earned wealth!

With that being said I want to bluntly dispel a few myths about real estate investing.

Myth - You will get rich overnight

If you plan on this happening you will be very disappointed. No matter what you hear on TV or read on the Internet, you will not

get rich overnight. Yes, you can and will get rich, with determination, effort and education.

Myth - Real estate investing is easy

It is not easy, if it were everyone that tries it would be a millionaire. The truth is it takes a lot of effort and know-how. Yes you can to learn how to invest in real estate, become very good at it and make a lot of money. But be prepared to put forth effort and be willing to learn.

Myth - Money is not needed to invest in real estate

Many people are led to believe that homeowners are simply giving their houses away just for the asking. This is not what “no money down” real estate investing is all about. It does take money to buy real estate, **but it does not have to be your money.**

Experienced real estate Investors know dozens of ways to buy property with no money down. But do you really think they learned this overnight or from something they saw on TV? Of course not, they paid their dues and learned the ropes, both hands on and from continuing their education.

If you want to be successful you have to invest in education; there is just no way around it. It’s an investment in yourself, which will pay dividends. But, you have to take what you learn, and then take action. Without taking action nothing will happen.

If you skip the education you will only go out and make a lot of mistakes, which have already been made. This is much more costly than simply learning how to do things the right way. Why spin your wheels and waste money unnecessarily? Good education is an investment that pays for its self many times over.

On the other hand if you dive in and get book after book, but never take action, you still won't make any money. Your bookcase will look great, but your bank account won't.

Real Estate Jobbing 101

What's The Best Way to Get Started?

Good question. I suggest real estate jobbing. What is real estate jobbing? We will cover that in great detail shortly. For now understand that it is a way to learn about real estate investing in your spare time with zero money, zero credit and zero risk.

I forgot to mention, instead of paying to learn, you will actually earn extra money while learning!

If you really want to learn the best way to get started in real estate investing, without risking any money, then I suggest a four-step approach.

You have already taken the first step by reading this e-book, Real Estate Jobbing 101.

Real Estate Jobbing 101 is a free e-book that gives you a detailed understanding of the real estate jobbing business. This is a great way to find out if this business is even of interest to you, before you spend a lot of time and money.

If you find this business of interest, then the next step is to order the **Real Estate Jobber Course** and learn how to get started as a Real Estate Jobber.

It's a five-volume course, with over 1,000 pages of information that contains everything you need to get up and running in a matter of days. The course explains exactly how and what to do, with detailed step-by-step instructions, and support from me.

You will learn from real life documents and get the most up to date information available. To place your order you can simply click the link below, or one of the other links throughout the e-book, and you'll be downloading your **Real Estate Jobber Course in a matter of minutes!**

<http://www.reiclub.com>

During the course of this e-book I will give you more information on the **Real Estate Jobber Course**, and include the ordering link for your convenience. I hope you enjoy your Real Estate Jobbing 101 e-book, and will use the information to begin taking control of your life!

We will cover steps three and four a little later.

About You

The primary goal of this e-book is to introduce you to the world of real estate investing, and help you understand how to get started without money, credit or risk. Real Estate Jobbing will allow you to earn good money while “learning the ropes” of the real estate investing business.



A secondary goal is to provide a very elementary look at the profession of Real Estate Investing, and help you realize that anyone (yes this includes you) can become a Real Estate Investor, and thrive. Real Estate Jobbing is the perfect vehicle to help you understand this.

A third goal is to familiarize you with my writing style and make sure you are comfortable with it, before embarking on a 5 volume course with me!

Finally, I want you to have a basic understanding of what’s involved in Real Estate Jobbing and Investing. Even though you can get started with zero money, zero credit and zero risk, don’t think it’s an easy path to overnight riches. Remember, unlike you may have

heard or seen advertised it takes education, effort and perseverance.

Real estate investing simply is not for everyone. Real Estate Jobbing is a very inexpensive way to find out if you are really cut out for real estate investing, before you spend hundreds, maybe even thousands of dollars on books, tapes and other learning materials.

The information contained in this e-book will serve different purposes for different people. For some this will be the first step towards beginning a career in real estate investing and the financial rewards that it can bring.

Recent trends in today's economy have left many wondering if there will ever be "job security" again, well the short answer is no. Numerous recent corporate scandals and a slowing economy has led to the layoffs, and downsizing of millions of employees.

The falling stock market has devalued 401k plans and other retirement programs significantly. For these reasons and many others, people are searching for a way to take control of their lives and their futures.

However, there are others who are perfectly happy with their current employment, and have no desire to go into real estate investing full-time. They will simply use this information to supplement their income.

They may be looking to pay off some debts, take an extravagant vacation, buy a new car, make home improvements, pay for their children's education, or just improve their finances in general. Some will order the **Real Estate Jobber Course**, and use the information to learn how to find a personal residence that can be purchased below market value.

Whichever situation applies to you, real estate jobbing can help you achieve your goals.

Real Estate Jobbing 101

What the Heck is a Jobber?

I first heard the term jobber when I was working for General Motors (GM). GM did not manufacture all of the parts they need to build automobiles. They bought many parts and accessories from small companies that specialized in these things.

For instance they bought the windshields from one company, the seat belts from another company, and gaskets from yet another company. These companies were referred to as "jobbers". GM obviously needed these parts to assemble cars. They could buy the parts from these small jobbers much cheaper than they could manufacture them.

GM had factories that were very efficient at assembling cars, not building parts. They wanted to concentrate on what made them the most money, which was assembling and selling cars!

About 18 years later when I first started finding leads for Investors, I remembered the GM philosophy, and it fit real estate investing. I'm a small business providing a valuable product to a much larger business.

My product was information, and Investors could not make money without my specific product, unless they did all of the research themselves. This was not cost effective and took time away from doing what made them the most money, which was buying and selling properties!

I said to myself, "Wow, I'm a real estate jobber!"

So, welcome to the wonderful and very profitable world of real estate jobbing! Let's look at what it takes to begin taking control of your life, and how real estate jobbing can help.

Real Estate Jobbing 101

Take Control of Your Life!

The only true way to take control of your financial destiny is to build your own business. Of course this is much easier said than done. You must want to do much more than simply "have" a business, you must be able to make money with it, or it's useless.

You can't expect to get rich overnight and quit your job the next day. Despite what you hear on TV or read on the Internet this vary rarely happens.

A successful business requires planning, dedication, motivation, desire, skill and a sound product. These are not things that you can magically pull out of a hat.



Everyone is capable of succeeding on their own, but many of us have been programmed by society, our family, friends and others that working for someone else is the only route available. This simply is not true. Job security disappeared a long time ago.

Most companies are only concerned with the bottom line, which means **employees are expendable at any time.**



Do you really want to gamble your future on some faceless company? You should, at a very minimum have a back up plan.

What would happen if you lost your job tomorrow? Would you be able to find another job right away? How would you support your family? How long can you live on unemployment wages? These are some very tough questions.

Unfortunately millions of Americans had to answer them at some point last year. Guess what? Millions more will have to answer the same questions this year. Like a Boy Scout, you should always be prepared.



Wouldn't you feel better having something to fall back on, in case of job loss? **You would still be able to provide for your family, while looking for employment.**

Real Estate Jobbing 101

My Story

I found out the hard way. A very large and "stable" company employed me. I had 20 years of experience in the industry and an MBA. I felt comfortable and secure.

To my surprise my job was eliminated without notice. I did find another job quickly, but at a considerably lower salary. This would certainly cause a financial hardship for my family.

I then had an even scarier thought, “**what if this company decided to lay me off or eliminate my job?**” This was a brand new job, and I was worried about downsizing, before I even started! It was at that moment when the hard truth hit me. “**There is no job security working for someone else.**”

I had to take control of my financial well being, in order to provide my family with the lifestyle they deserved.

In the past I thought about starting my own business several times, but complacency and fear would always stop me.

This time I decided to conquer my fear, and as the Nike ad says, “**Just do it.**” I had to think of it like my future was at stake, because it really was.

Real Estate Jobbing 101

Building a Business

With that being said **it would not be wise to just quit your job to start a new business.** You most likely would not be able to replace your current income right away. I suggest **building a business in your spare time,** which is different than “**starting**” a business.

Starting a business implies that you will finish or simply give up. When you build a business you are doing it the right way, at a pace

you are comfortable with. Building conjures images of growth, and that's what you want. How do you build a business?



Glad you asked. Well like any building you need a solid foundation. The considerations that I used for my foundation are as follows.

First you need to choose a business that you can work on in your spare time, without jeopardizing your current job. Ideally you would be able to begin building your business with very little money. You would not cause financial hardship to your family.

You would be able to use resources that you already have. You must have a product that is desirable and that you can build upon. The business has to have the ability to begin earning money quickly. There must be enough growth potential to eventually allow you to quit your job and regain control of your life.

I know this sounds like a pretty tall order, but remember we're talking about your financial future. Would you want anything less? You will have to steadily work towards your goals (you must set goals), and it requires a different way of thinking.

Change is not easy, but it is necessary. Are you currently living the lifestyle you've always dreamed of?



Well, if you don't make changes you will continue to get the same results. After all "you can't change your life, unless you change your life."

Real Estate Jobbing is the perfect business to build. It meets all of the criteria discussed above.

It can easily be started in your spare time. You can definitely get started with very little money. In fact the **Real Estate Jobber Course**, has everything you need to get started right away.

As you will discover during the course of this e-book, you will be able to begin generating income very quickly. The product involves real estate, which will always be desired. People will always need shelter regardless of the economy.



You will not have to buy or sell real estate, (remember no financial risk to your family) but you will be working with Investors that do.

Finally the growth potential is phenomenal. **You will gain the ability to eventually become a Real Estate Investor.**

Many Real Estate Investors are able to earn in one transaction, more than they made in an entire year at their old jobs. Imagine 6 or 8 of these transactions a year. Do you think your family could live comfortably on that kind of money?

Your goal is to be able to take control of your life and **improve your standard of living.** Don't just think of it in terms of money, but also what the money can do for you and your family.

First and foremost you will **remove the constant worry of finances and job security.** This alone will make a dramatic difference in the quality of your life.

It's no fun going to work everyday and wondering if you will have a job tomorrow. One idiotic decision made by senior management could result in the loss of your job. It's always the staff people that pay for the executive's bad decisions.

Why not live in the home you've always wanted. Drive the car you've always wanted. Provide your children with the education they deserve. Donate to your favorite charity. Give back to the community. Take a family vacation as often as you like.



Most importantly you will control your time and financial security.

Now that's quality of life!

This is not something that will happen overnight, but it is something that you can make happen for yourself, at your own pace. Some people take years, while others take months. It completely depends on you. Decide that you want to make a change, and then take action to make it happen. That's the only way to get what you want out of life.

This will take effort, patience and dedication on your part. But aren't the rewards mentioned above worth it? **When you feel like giving up, just remember what you are working for.**

The **Real Estate Jobber Course** is designed to help you build your own Real Estate Jobbing business, completely risk free. It contains all of the information needed to help you get started right away. Go ahead and take action now!

<http://www.reiclub.com>

Let's take a closer look at Real Estate Jobbing.

Real Estate Jobbing 101

REAL ESTATE JOBBING

Real Estate Jobbing is a vehicle that you can use to begin taking control of your life. As I mentioned earlier, millions of people are completely reliant on their jobs to earn a living. This means that his or her financial well-being is totally under the control of someone else, who probably cares very little about them.

We know that **downsizing and layoffs are at an all time high**. Job security does not exist. Hundreds of thousands of people have lost their life savings and retirement plans to corporate mismanagement and scandals.

In short **it's no longer safe to trust your future in the hands of someone else**.

Real Estate Jobbing offers a safe way to earn some extra money, and learn new skills that can help you take charge of your financial well-being. You don't have to quit your job; in fact I would not recommend that. You can learn this business in your spare time and build the skills and knowledge that will eventually allow you to quit your day job.

Even if you have no desire to quit your job, Real Estate Jobbing gives you a source of back-up income. If you were to lose your job tomorrow, wouldn't it be nice to have a way to earn money, while you look for a new job? **Think of it as a parachute, in case of an emergency**.



Real Estate Jobbing 101

What Exactly is Real Estate Jobbing?

I consider the process of generating leads for Real Estate Investors to be Real Estate Jobbing. Think of Real Estate Jobbing as “pre-real estate investing.”

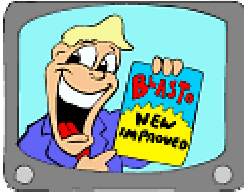
Doctors go through pre-medicine studies to learn in real life situations, such as in the Emergency Room. You will learn the business of real estate investing through real estate jobbing, which provides you with real life training.

However, you can make a lot more money in a shorter period of time than a medical student!



This is not a get rich quick plan and will take commitment, plus lots of effort on your part, in order to achieve the goals I mentioned earlier. The Real Estate Jobber Course is **not** one of those “no

money down” programs that you see advertised on late night infomercials.



This e-book will help you **understand how Real Estate Jobbers generate leads for professional Real Estate Investors**. Lead generation is a very profitable part of real estate investing.

It's profitable to you, because you learn and make money without financial risk. There is some financial risk for the Real Estate Investor; however, the rewards can be tremendous.

The process is quite simple; **you provide leads to the Investors**, and the Investors in turn will **pay you a referral fee** for successful leads.

What is a lead you ask? Great question. A lead is information on real estate property that is (or soon will be) for sale or rent. **The Investor is essentially buying this information from you.**

A successful lead results when the Investor is able to purchase a property based on the information you supplied. There are numerous ways for you to generate leads, some are more involved than others, but they all can be very effective.

The **Real Estate Jobber Course** teaches you step-by-step how to find Investors, how to generate leads for those Investors and turn those leads into cash.

<http://www.reiclub.com>

Remember this simple formula.

Leads for Investors = Cash for You.

You may have a little apprehension and wonder if you can actually find Investors and leads, but trust me anyone can.

This reminds me of when my daughter was learning how to drive. There was an awful lot to learn not only about the act of driving itself, but also the rules of the road.

The meaning of numerous road signs must be learned and you have to watch out for trouble from other drivers. All of these things often have to be done at the same time.

She wondered if she would ever be able to master it all. I assured her that with practice she would do just fine. Within a few weeks she had her learner's permit, and is now learning to drive safely and happily (with either my wife or myself in the car, of course).



Think back to when you were learning how to drive. It's now second nature and is actually much more complex than generating leads for Real Estate Investors.

Recognizing leads will also become second nature, and there will be nothing to fear!

Real Estate Jobbing 101

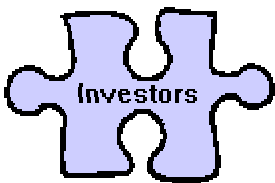
Bringing the Pieces Together

Real Estate Jobbers bring the pieces together...



...much like a puzzle.

Let's take a look at the pieces of creative real estate and how Real Estate Jobbers fit into the mix.



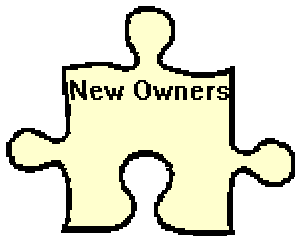
The Investor is the first part of the puzzle. The Real Estate Jobber will find properties that meet the needs of Investors and allow them to make a profit. This will save the Investor a great deal of time and make the Jobber's services extremely valuable.



As a Real Estate Jobber you will discover motivated sellers while searching for worthy properties. We will discuss motivated sellers in much more detail later. For now, just realize they are people with problems and need the help of Investors.

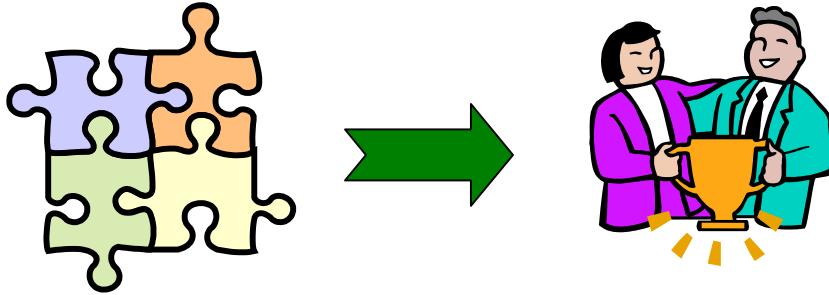


The party providing financing obviously has an important function. Financing allows the Investor to take control of the property, and for the seller to get paid in exchange. Remember it does take someone's money to buy real estate.



The new owners are the last piece of the puzzle. The owner/occupant will purchase the property from the Investor, and allow for the Investor to get paid for her efforts. The puzzle is then completed when you receive a referral fee from your Investor.

The process that started with you finding a motivated seller for your Investor, has now gone full circle and ended with you getting paid!



When all of the pieces come together, a creative real estate transaction has taken place and everyone wins. This is known as a **win-win** transaction. We will discuss the importance of win-win throughout this e-book. The transaction must work for all parties involved.

The Investor has made a nice profit. The seller has alleviated a major problem and may have also received some cash. The financier has received a profitable return on investment in the form of interest payments.

The new owner/occupant now owns a home and can realize the tax savings and pride that come with home ownership. Last but certainly not least; you have earned a referral fee.

Why Real Estate?



Real estate has probably created more millionaires than any other industry, and offers many rewards including, asset appreciation, quick low-investment yet high-profit transactions, cash flow, security, long-term wealth and numerous tax benefits just to name a few.

Real estate investing is something that anyone can learn and prosper at regardless of age, gender, religion, race, education or current occupation. You can begin with virtually no start up costs, and work this type of business from your home full-time or part-time.

Real estate is one of the very few occupations left where the little guy can start with nothing and still strike it rich!



There are no licenses required to invest in real estate, in fact you may have already done so by purchasing a home! Real estate offers a practically unending supply of properties.

There are millions of properties on the market, and thousands more become available each day, all over the country.



The real estate market goes through cycles just like any other industry; however, even when the market is down, there are still many outstanding opportunities.

People will always get transferred to new jobs, relocate for a variety of other reasons, experience financial difficulties, get divorces, and have a myriad of other reasons for buying and selling property.

If purchasing a home is not possible for whatever reason, then an answer for many will be to rent homes. This obviously creates a demand for both tenants and landlords.

Quite simply there will always be a market for real estate; regardless of the economy people will always need a place to live.

Besides, owning a home is still the American dream.

WHAT IS REAL ESTATE INVESTING?

You can simply think of **real estate investing as the process of buying and selling property**. Obviously there are many steps involved such as financing, marketing, closings, inspections and numerous other details and procedures. However, the intricacies of real estate investing are beyond the scope of this e-book.

Real Estate Jobbing 101

The Three Fs

Robert Allen, the best selling author and one of the pioneers of creative real estate financing, boiled the complicated process of real estate investing down to the three “Fs.”

No, it’s not what you’re thinking! The three Fs are find it, fund it, and farm it. The “it” refers to a property. Let’s take a look at each F.



Find it – this is your job as a Real Estate Jobber. Real estate investing cannot happen without a worthy property. This is a very important part of the process. Only certain properties are worthy of a Real Estate Investor’s time and attention.

As a Real Estate Jobber your sole duty will be to find worthy properties for your Investors. Don't worry; with the **Real Estate Jobber Course** you will learn a multitude of methods to find these elusive properties. The system provides you with dozens of sources for locating the leads that will make you money.

<http://www.reiclub.com>



und it - this is the financing that pays for the property. You probably think of financing as going to the bank and taking out a mortgage to purchase the property. This is in fact how most people buy property.

However, Real Estate Investors rarely use this method to buy property. Investors use hundreds of different methods to purchase properties, most involving OPM.

What's OPM you ask? Why it's **Other People's Money**! OPM is the backbone of "No Money Down" real estate investing, but that's a topic for another book. For now, just understand that money **is** part of real estate investing.



arm it – this involves moving the property to another Investor or owner/occupant. Again there are many different ways to move the property including:

- ✓ Sell it outright
- ✓ Rent it to tenants
- ✓ Lease option it
- ✓ Sell on owner financing
- ✓ Convert it to a different type of property

These are just a few of the methods Real Estate Investors use to turn a profit with properties.

The entire process will not work unless you, the Real Estate Jobber find properties that your Investors can work with. The **Real Estate Jobber Course** will give you all the skills necessary to find a ton of motivated sellers that are worthy of going through this process.

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Never underestimate the role of the Real Estate Jobber in the world of Real Estate Investing.

Real Estate Jobbing 101

What Exactly is A Real Estate Investor?

For our purposes a Real Estate Investor is a person that buys and sells properties with the expectation of making a profit. These profits may be immediate or come down the road. Real Estate Investors are men and women, range in age from 17 to 117, are of every race and ethnic background, come from both humble and privileged roots.

They are former teachers, students, doctors, lawyers, factory workers, clerks and other professions too numerous to name. In short anyone can become a Real Estate Investor.

Many people are shocked to learn that there are no special qualifications required to become a Real Estate Investor. You need the desire to succeed and a willingness to learn. The **Real Estate Jobber Course** gets you started risk free as a Jobber, where you will not only learn the real estate investing business, but you earn considerable money in the process.

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Real Estate Jobbing 101

Profile of a Professional Real Estate Investor

A professional Real Estate Investor is one who invests in real estate full-time, and earns her primary living from **buying and selling properties**.

The Real Estate Investor typically works out of her home, although there are some Investors who have set up an outside office. This office is usually a property that the Investor has bought through creative real estate.

Many Investors are experts and specialize in particular types of real estate. For instance one Investor that I worked with preferred to

deal with single-family homes in good condition, and located within two specific parts of town.

The advantage was that he knew the market values of these homes. He would have to do very little repair work and he could quickly make a determination on whether or not the deal would be profitable.

Another Investor preferred “ugly” houses, “the uglier the better”.



The ugly houses were usually abandoned and mostly in the undesirable areas of town. Many had sustained fire damage, vandalism, natural deterioration or a combination of all of these factors.

The obvious advantage was that he could buy the property for next to nothing, perform a complete rehab and then eventually sell it for a substantial profit.

A third Investor only bought property in one particular area of town. She was not overly concerned with the appearance of the property. Her only concern was that she could buy it for less than 60% of the fair market value, without paying more than \$100,000.

This Investor also knew the property values like the back of her hand, and did not mind the rehab if the profit potential was attractive enough.

The point is that **most Investors have carved out a niche and are very adept at working these niches.** Some prefer single-family homes, some prefer condos, some prefer manufactured homes, some prefer multi family homes, some prefer apartment buildings, some prefer larger commercial properties, and there are some who will work with any type of property.

Your challenge as a Real Estate Jobber will be to supply leads that fall within the various niches. Only the imagination can limit the number of niches that are possible. You will learn how to identify these niches with the help of the **Real Estate Jobber Course.** Investors will truly value the type of information that you will learn to provide.

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Real Estate Investors are some of the most approachable people you will ever meet. This is truly one profession where there is almost always someone willing to help you along the way.

Why you ask? Many Investors started out exactly like you, generating leads for established Investors while learning the business. Somewhere along the way they received assistance and as a result don't mind doing the same for others.

There are often so many real estate opportunities that **no one person can have them all**. As I mentioned earlier most Investors have their own niche, and are not always chasing the exact same property as another Investor.

Real Estate Investors often enjoy a very comfortable life style, as you will see later this is an **extremely profitable business**. Many Investors chose real estate investing because of the flexibility it offers in terms of time commitment.

They also enjoy the **freedom of operating their own business** and the tax advantages that go along with it. Investors are able to spend more time with their family and enjoy the wealth that they earn.

Many doctors and lawyers also earn considerable sums of money, but they usually don't have the time to enjoy the fruits of their labor.

Most Real Estate Investors started out in another profession and **stumbled upon real estate investing** through a book, website, TV commercial or word of mouth. They were amazed at the moneymaking opportunities that were available, and how easy it was to get started.

They were able to work the business part-time and make considerable money in the process. It's not uncommon for a Real

Estate Investor to earn as much on one transaction as they did in an entire year at their old day job!

When you reach this point it's not difficult to decide when to quit your job and concentrate on Real Estate Investing full-time. No matter what your current occupation, age, gender, income level, location or experience, you can become a successful Real Estate Investor.

The **Real Estate Jobber Course** makes it easier than ever to get started in Real Estate Investing. The best part about the program is that it is completely risk free. You won't have to take any chances, and you'll earn while you learn.

<http://www.reiclub.com>

How Do Investors Earn so Much Money?



The answer is simple; **they only work with distressed properties.** Distressed properties probably conjure images in your mind of the ugly properties that I mentioned earlier.

Some ugly properties certainly are distressed; however, they are not the only form of distressed properties. **A distressed property is any property owned by a motivated seller.**

Real Estate Jobbing 101

What Exactly is a Motivated Seller?

A motivated seller is **a person who is in a situation causing them to sell their property for considerably less than the current market value.**

There are many reasons that a person becomes a motivated seller. They may have experienced financial problems and are unable to continue paying for the property. They will lose the property, and get nothing in return, if it's not sold quickly.

People get transferred to other states and must sell the property quickly. People expand their family and need a bigger home, and must sell the current home first. Or just the opposite, the kids may have moved out, and now a smaller home is needed.

Estate heirs inherit properties that they just don't want to deal with. In some divorce cases neither person is able to afford the property on their own.

Landlords no longer wish to deal with tenant headaches and are eager to sell. There are numerous situations, which provide

motivation for sellers to want a quick and easy sale of their property.

Motivated sellers live in homes valued from \$5,000 to \$1,000,000 or more. The old saying “**never judge a book by its cover**” is certainly true in real estate investing.



A lead excluded based solely on appearance, may end up costing you money. You can't tell how motivated the seller is based just on the property's looks. There is never a shortage of motivated sellers, but the trick is finding them.

Motivated sellers come in all shapes and sizes. Finding them is simply a matter of knowing where to look. The **Real Estate Jobber Course** will give you dozens of sources, and provide you with the tools needed to make the most of your leads.

<http://www.reiclub.com>

Morality vs. Profit?

No, not really. Your first thought may be that Real Estate Investors are taking advantage of people in unfortunate situations. However, in most cases it's actually the exact opposite. Many motivated sellers would end up with nothing except a blemished credit history if not for the intervention of the Investor.

This is a business, and every Investor is in it to make a profit, but often times it's truly a seller's last chance to salvage anything out of their property. For the financially-challenged homeowner **the property becomes a huge burden to carry each month.**



While Investors do pay less than market value, the Seller is able to get out of the property quickly. The Seller is sometimes able to receive cash at the sale's closing, for a fresh start. **This prevents a major blemish in their credit history.**

These are some of the factors a Seller must...



...weigh in a distressed situation, and then make a decision that best fits their needs.

If the transaction is not a **win-win** situation, then it won't work for the Seller or Investor.

As in any profession there are Investors who are unscrupulous and will do anything, whether it's legal or not, to make a profit. You will of course choose not to work with this type of Investor.

Reputation is very important to the professional Real Estate Investor, and the vast majority would not risk it for a quick buck. It's a fairly small and tight knit community where word travels fast, thus **that quick buck might be the last that they make.**

Real Estate Jobbing 101

How Many Motivated Sellers are in a Given Area?

The number of motivated sellers is relatively small in comparison to the total number of sellers.



The small numbers are still very attractive since the profit potential for these properties is extremely high.

The Real Estate Jobber Course will show you in detail, exactly how to find the motivated sellers in your area, and communicate the information to Investors.

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Real Estate Jobbing 101

The Real Estate Detective

This is truly a numbers game, and you have to produce the numbers to excel.

The tools in the **Real Estate Jobber Course** will help you eliminate 90% of sellers, allowing you to concentrate on the profitable 10%. There is no way to determine which of the 10% will turn into successful leads, without investigating and using the tools and knowledge that you will have at your disposal.

<http://www.reiclub.com>

Think of yourself as a ...



...Real Estate Detective tracking down clues to solve a case.

Your case is to find truly motivated sellers that require your help. The client is your Investor. The clues are the leads you are charged with finding. **The reward is your referral fee** and the invaluable knowledge you will gain from working with your Investors.

You will have to investigate all of the clues in order to solve each case and get your reward. You must examine every clue to succeed. Don't give up after investigating 100 clues. The clue that you skip could be the one, which solves the case and gets you the reward!

Each clue that you investigate which turns up empty, places you one step closer to finding the clue that solves the case. So check every clue!

It's a numbers game, pure and simple. Please keep that in mind. The reward is well worth the investigation.

The **Real Estate Jobber Course** will teach you how to spot a clue, where to find the clues and provide you with the tools to examine the clues and ultimately solve the case.

I stress the numbers aspect throughout the e-book, because you have to be able to find a lot of potential motivated sellers for your Investors. On the average only 1 or 2 out of every 100 motivated sellers are **truly** motivated sellers.

With the **Real Estate Jobber Course** you won't waste your time or your Investor's time with leads that have no chance. To create a win-win situation for your Investor you must bring something of value to the table. The information you will learn to provide will truly make you invaluable to your Investors.

<http://www.reiclub.com>

Distressed Properties = Motivated Sellers
Motivated Sellers = Happy Investors
Happy Investors = Mentors for you

Having a mentor is extremely important. Especially if you plan to take the next step up to buying and selling properties. This is how you will learn the ins and outs of the business and avoid the pitfalls that your **mentor** has already experienced.

Real Estate Jobbing 101

Can I Really Attract Mentors?

Yes, if it's a win-win relationship. Without a doubt working with mentors is the best way to learn something new. You can benefit from their knowledge and avoid some of the costly mistakes they have made. You can ask all of the questions you want, while getting hands on experience and **"on the job training."**

Plus you can make some extra money in the process!

However, you can't expect an Investor to simply "download" all of his or her knowledge to you just for the asking. Would you? You have to bring something of value to the table. Real Estate Jobbing allows you to do just that.

You provide Investors with quality information that saves them a great deal of time and money. You in turn are paid a nice referral fee, but more importantly you get to share their priceless knowledge. Now that's win-win!

Hopefully one day you will become a mentor yourself, and share the valuable knowledge that you have built, with an eager newcomer, just like you were!

The importance of mentors can't be stressed enough. Mentors will save you a lot of time and money by sharing their knowledge. The **Real Estate Jobber Course** covers how to successfully build win-win mentor relationships.

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LEVELS OF REAL ESTATE INVESTING

There are essentially three general levels of real estate investing that we'll be concerned with. However, there are numerous specialties that can be classified in real estate investing.

For the purposes of this e-book and to avoid confusion we will broadly **classify real estate investing into three general levels.**

My terminology for the levels of real estate investing is as follows, the **Jobber**, the **Wholesaler** and the **Retailer**. The professional Real Estate Investor is often a Jobber, a Wholesaler and a Retailer all at the same time.

The **Real Estate Jobber Course** is purely devoted to the Jobber level. This is a great way to get your feet wet and make some money, while learning the business. The Wholesaler and Retailer levels require a little more involvement, and will be your next steps should you decide to further your real estate investing career.

<http://www.reiclub.com>

The levels are basically separated by the degree of financial risk involved. I'm sure you've heard the old saying, "the greater the risk, the greater the reward", well it's very true in real estate investing.



Let's take a quick look at what to expect at each level.

Real Estate Jobbing 101

The Jobber

The Jobber is a person who finds leads for Wholesaler and Retailer Investors. The Jobber is also referred to as a “Bird-dog”, since the Jobber is essentially hunting for leads and bringing them to Investors. Much like a hunting dog retrieves birds, and brings them back to the hunter.



The term jobber is defined in the American Heritage Dictionary as:

1. One who buys merchandise from manufacturers and sells it to Retailers. **2.** One who works by the piece at odd jobs. **3.** A middleman in the exchange of stocks and securities among Retailers.

All three definitions of Jobber describe what you'll be doing. The first definition mentions buying merchandise, which of course you will not do; however, you will be gathering information (leads) and selling it to Wholesalers and Retailers.

As indicated in the second definition you will be working by the piece so to speak, with your leads being the “piece”. And thirdly you will be the middleperson connecting your Investors with motivated sellers, in effect “bringing the pieces together”.

The Jobber is an information gatherer that is constantly searching for motivated sellers to bring to the attention of Investors. The Jobber bears no financial risk and is only responsible for getting the information to the Investor. It's then the Investor's job to act on the information.

When this information leads to the Investor purchasing the property, the Jobber has earned a referral fee. The Jobber can typically expect to earn a referral fee in the range of \$500 to \$1,000 for each lead that turns into a purchase.

You can now start to see the income earning potential just from being a Real Estate Jobber.

Real Estate Jobbing 101

The Wholesaler

The Wholesaler is actually similar to a Jobber, and is the next logical step in the real estate investing progression. The Wholesaler is also constantly on the lookout for motivated sellers and bargain properties.

The Wholesaler takes it a step further by negotiating a price with the seller, and actually signing a purchase contract to gain control over the property.



The Wholesaler may obtain and pay for leads from Jobbers.

While **gaining control of a property is not an extremely difficult transaction** to make, there is some financial risk involved. **The Wholesaler will have to put down an earnest money deposit** as consideration to make the contract legal.

The amount of earnest money required varies from deal to deal, but a good rule of thumb is about .5% to 1% of the purchase price.

After the deal is finalized; the Wholesaler has a couple of options:

1. Sell the property outright for a profit.
2. Assign the purchase contract or **"paper"** to another Investor for a set fee.

Assigning the contract is **perfectly legal, as long as it's spelled out in the purchase contract**, and it always is.

The wholesaler gains control of the property once the contract is signed, but most likely will never occupy the home. The property will be sold **"as is"** to another Investor or owner/occupant.

Typically a wholesaler will include a clause in the purchase contract that allows 30 to 45 days to close on the property. Closing occurs when all of the paperwork is completed and the seller receives the agreed upon payment, in exchange for the property.

If the wholesaler is unable to sell the property or the contract to another Investor within the 30 to 45 day time frame, he will have to come up with financing to pay for the property or risk losing his earnest money deposit. This is where the financial risk comes into play.

Being a wholesaler requires...

- ✓ Knowledge of market values in a given area.
- ✓ The ability to negotiate a price that will allow the property or contract to quickly and easily be sold.
- ✓ The knowledge to estimate the cost of repairs.
- ✓ The means to provide an earnest money deposit.
- ✓ The ability to complete a purchase and sales contract.

These are all skills that can be picked up during the Jobber level of investing, especially working with experienced mentors and the right continuing education. The Wholesaler is exposed to some financial risk, but can earn considerably more money than the Jobber.

Wholesalers who have done their homework and have negotiated a good deal can earn from **\$1,200 to \$12,000 or even more** on each transaction. The Wholesaler could also end up losing money.

There are many who live quite comfortably as Real Estate Wholesale Investors and have no desire to become Retailers. But there are many others who want the huge profits that can be achieved at the next level.

Real Estate Jobbing 101

The Retailer

The Retailer is at the top of the food chain in the world of real estate investing, as this person assumes the most financial risk, but by far achieves the highest financial gain.



Much like a store retailer, the Real Estate Retailer buys at wholesale prices and sells at retail prices. The Retailer can purchase leads from Jobbers, purchase contracts from Wholesalers or find distressed properties on their own.

Thus the Retailer can actually operate at all three Investor levels. Retailers then sell the property to retail buyers (owner/occupants).

As you can see the skills that you will gain from the **Real Estate Jobber Course** will be invaluable at every stage of your real estate investing career.

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The Retailer is responsible for obtaining the financing needed to purchase the property and will actually take possession of the property.

Retailers are often dealing with properties that are in poor condition and in need of total rehab (rehabilitation). Retailers typically will not pay more than 60% of the estimated value after rehab.

The rehab process can take months to complete, and the Retailer is responsible for making any loan payments during this phase. The Retailer must also purchase the rehab materials, pay the labor costs, and oversee the complete rehab process.

After the rehab has been completed the Retailer is also responsible for selling or renting the property to an owner/occupant.

The sales process could take weeks to complete, and the Retailer continues to be responsible for all of the carrying cost during this time. Once the property is sold the Retailer can finally make a profit.

Let's take a look at the components of a deal that a Retailer might put together. The property has a current market value (after rehab) of approximately \$150,000, but is in need of extreme repairs.

A Wholesaler is able to gain control of the property with a purchase contract in the amount of \$75,000. The Retailer purchases the contract for \$10,000 from the Wholesaler, estimates rehab cost of \$20,000 and a total rehab-to-sale time frame of three months.

The Retailer is then able to sell the property for \$158,000.

Purchase Price by Investor	\$ 75,000
Purchase Contract Fee to Wholesaler	\$ 10,000
Actual Rehab Cost	\$ 15,500
3 months of loan payments	\$ 3,000
Other Costs	<u>\$ 3,000</u>
Total Property Cost	\$ 106,500
Sales Price to Owner Occupant	\$ 158,000
Investor Profit	\$ 51,500

As you can see in the above example the Retailer takes a great deal of risk, but can realize an outstanding profit. This is a simplified example, and the numbers may change, but these are essentially the types of deals that Retailers are looking for. A purchase price of about 50 to 60 percent of market value and manageable rehab costs.

The Retailer buys the \$75,000 purchase contract from the Wholesaler for \$10,000, which means the Retailer now has \$85,000

in expenses. At this point the Wholesaler pockets the \$10,000 and is out of the equation.

The Retailer then encounters another \$21,500 in rehab and other expenses (detailed in the table above) for a total of \$106,500 invested to get the property in the proper condition to sell.

The Retailer is now able to sell the home to an owner/occupant for \$158,000 and **realize a profit of \$51,500!**

It's easy to understand why real estate investing is so attractive!



Many Retailers will not even consider a deal that does not generate at least a profit margin of \$30,000!

The Retailer requires an advanced set of skills that include...

- ✓ The knowledge of market values in a given area.
- ✓ The ability to negotiate a price that will allow the property to quickly sell.
- ✓ The knowledge to accurately estimate the cost of rehab.
- ✓ An understanding of how a property is rehabbed.
- ✓ The ability to oversee and keep the rehab project on schedule.

- ✓ The means to finance the project.
- ✓ The ability to sell the property for the required price.
- ✓ The ability to close on the property.

Again **these are skills that can be acquired over time through hands on experience**, continuing education with various courses, books and seminars.

Real Estate Jobbing 101

If you want to reach the Retailer level, then hands on experience is essential. Real Estate Jobbing is an excellent introduction to Real Estate Investing. With the help of your Investors you can gain that hands on experience. The **Real Estate Jobber Course** will teach you to work with local Investors. They will mentor and help to develop the skills needed for you to become successful at the Retailer level.

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Real Estate Jobbing 101

GETTING STARTED

Getting started is easy, that's part of the appeal of beginning your real estate investing career as a Jobber. You have the ability to begin gathering leads for Investors immediately!

Real Estate Jobbing 101

What do I Need to Get Started?



The first thing you will need is of course, the **Real Estate Jobber Course**. Once you receive the course you will probably have everything else that's needed to get started right away. Most of what you'll need immediately cannot be bought.

There are some other tools you should obtain as soon as possible that will aid in your success.

Real Estate Jobbing 101

Recommended Tools

- ✓ The Real Estate Jobber Course
- ✓ Desire to earn extra income
- ✓ Desire to take control of your life
- ✓ A Positive Attitude
- ✓ Organizational Skills
- ✓ Entrepreneurial Spirit

- ✓ Self Motivation
- ✓ The Willingness to Learn
- ✓ 10-15 hours each week to devote to your business
- ✓ A Telephone
- ✓ A Good Map of the Area
- ✓ A Vehicle

A vehicle is an important part of your business. It's basically your office on wheels. You want to make sure to take good care of your vehicle, so it will take good care of you. You can get an e-book, which explains how to save money, and keep your vehicle longer.

<http://www.ezcartips.info/>

The **Real Estate Jobber Course** details the importance of each of the skills listed above, and how you will apply them in your Real Estate Jobber Business. Don't worry if you don't already possess all of these skills. They can be practiced, learned and developed. Yes, success can be learned!

The **Real Estate Jobber Course** provides an abundance of resources to help you sharpen your skills. Motivational, organizational, goal setting, time management, business management, business planning and real estate investing tools are included.

The tools below will also help your business to succeed, but are not necessary to get started. The most important of these tools is the computer system. The **Real Estate Jobber Course** will also help you understand the use of these tools, and recommend specific resources.

<http://www.reiclub.com>

Strongly Suggested Tools

- ✓ Computer System
- ✓ Business Cards (you'll get 250 free!)
- ✓ A Cell Phone

Real Estate Jobbing 101

Advanced Tools

- ✓ Digital Camera
- ✓ Scanner
- ✓ Fax Machine
- ✓ A Real Estate Jobber Website (covered extensively in Volume 4 of the **Real Estate Jobber course**).

Real Estate Jobbing 101

BECOMING A REAL ESTATE JOBBER

This is step 3 in my four-step plan. After completing the course you actually get started as a Real Estate Jobber. As you read earlier it's really easy to get started since most of the things you require cannot be purchased. You must look within yourself, take the suggestions offered throughout the **Real Estate Jobber Course** and simply take action to get started.

You're probably saying, "It sounds easy to get started, but what should I do first?" We'll explore this next.

Real Estate Jobbing 101

How Do I become a Real Estate Jobber?

There is no test to take and no applications to fill out. You simply start **generating leads** for your Investors. What should you do first?

You should line up several Investors to work with. This may sound like a complex task, but it really isn't. Real Estate Investors are plentiful all over the country, because it's an extremely profitable profession, with the many benefits mentioned earlier. The **Real Estate Jobber Course** shows you several methods to find Investors in your area, and explains exactly how to communicate with them. They will love the leads you provide!

<http://www.reiclub.com>

You should have no trouble lining up as many Investors as you desire to work with. With the help of the **Real Estate Jobber Course** most Investors will gladly accept your offer to generate leads for them.

You will be knowledgeable in the lead generation business, and know what you are talking about.

Investors won't waste time on people who have nothing to offer. They will definitely be interested in the quality information you will be providing. Studying the **Real Estate Jobber Course** will definitely get you prepared.

Investors understand the type of information you provide can turn into huge profits, and they will gladly pay your referral fee if they are able to buy the property. This is a great win-win situation that most Investors will embrace.

Real Estate Jobbing 101

How Will My Investors Pay Me?

There are a few schools of thought regarding referral fee compensation. The majority of Investors will simply pay you between **\$500 and \$1,000** if they are able to purchase a property, based on the information from one of your leads.



However, there are some Investors who will offer to pay you for any lead that you provide, as long as the property is not already listed in their database. Sounds great, right?

Depending on the Investor you can expect between \$5 and \$10 per lead; however, **you might have to forfeit your referral fee** that would be generated if your Investor were to purchase the property.

In other words in exchange for the \$10 finders fee; the Investor now owns the lead that you provided, and has no further obligation to you. You may also be required to provide photos of the property in order to collect the \$10, which is no big deal if you have a **digital camera**.

If you're able to produce enough of these leads, a fairly steady income stream can be generated. I usually do not go for the pay per-lead method, unless I'm able to negotiate a contingency payment. If the Investor buys the property, within 6 months, I still get the \$500 referral fee.

The **Real Estate Jobber Course** covers pricing your services in detail.

Some Jobbers **fear the Investor may steal the lead** without paying the referral fee. This really has never been a problem for me. 99% of Investors are smart enough to realize that stealing a deal would cause you to discontinue generating leads, and cost them a lot more money in the future.

This type of action would also harm the Investor's reputation in the community. An Investor can't afford to have a reputation of being dishonest. This would eventually drive them out of business.

Remember the Investor probably stands to make a profit of several thousand dollars, and will not rip off your referral fee.

Real Estate Jobbing 101

Financial Expectations

The financial expectations are a function of the number of leads that you are able to generate and the referral fees you have negotiated with your Investors.

The **Real Estate Jobber Course** teaches you everything you need to know when negotiating your referral fee with the Investor. You will learn how to generate leads that earn you the highest referral fees possible.

<http://www.reiclub.com>

Depending on your market, Investors and if you follow all of the principles from the system, you should be able to earn at least \$1,500 per month, and possibly much more once you get your business operating on all cylinders.

In the **Real Estate Jobber Course**, we will detail the logic behind the numbers. Not a bad income for a part-time business where you can learn to take control of your life.

Real Estate Jobbing 101

BONUS CHAPTER

In this section you will get a glimpse into the decision making process one Jobber went through. This is an excerpt from **Volume 3** of the Real Estate Jobber Course, entitled, **"A Real Estate Jobber's Diary."**

Joanne Jobber

Joanne Jobber (her friends call her Jo) is a fictional character based on some of my experiences and those of other real life Jobbers. She is not based on any particular person, but shares traits and an approach to this business with many Jobbers around the country.

Volume 3 is meant to give you an idea of how you can put the principles of the **Real Estate Jobber course** to use, earn some extra money, and learn all about real estate investing.

Barry's Thoughts

We will keep up with Joanne through the entries in her diary, and share her thought process, triumphs and disappointments. During the first ten days of her Jobber business, we'll check in daily. After that we will monitor her progress weekly.

The story is told through Jo's eyes, but I will interject my thoughts and suggestions throughout. My thoughts will be in blue text bracketed between title bars, like you see here.

Jo has a tendency to procrastinate. When she does the procrastination bug will appear and bite her. What's the procrastination bug?



Why there he is now, ready to sap motivation. Keep your eyes peeled for him throughout the diary, and in your own life.

Barry's Thoughts

Jo works at a local hospital in the admitting office, and has just recently started writing a diary. She wants a better understanding of what's going on in her life, and wants to review what she does right and wrong on a daily basis. This is an effort to understand how she can improve her family's lifestyle.

We will begin at the point she learns about Real Estate Jobbing.

Real Estate Jobbing Volume 1

What A Week!

I received some very disturbing news today. Val's (Jo's sister) job is being eliminated effective this Friday, and she will only receive two weeks of severance pay.

She was very distraught and did not know what she would do, other than start looking for a new job.

This is Val's first downsizing, although it's nothing new to me, since I've been through two others. We both understand that working for the same company for your entire career is a thing of the past. Our parents were fortunate in that regard, but those days are long gone.

Barry's Thoughts

Val's situation is not uncommon. Millions of Americans were downsized last year. Now millions of other jobs are being shipped overseas. The security of working your entire career for one company is most likely gone forever.



Barry's Thoughts

I'm ashamed to admit it, but my first thoughts were, "I'm glad I still have my job". At least Val and Tim don't have kids to worry about.

When I told Mike (Jo's husband), he did not think she would have any trouble finding a new job, after all she has excellent qualifications. I guess he's right, but it's just terrible how uncaring all of these companies have become.

I don't know what we would do if either of us lost our jobs. I had just been thinking about how I would juggle the bills for this month in order to make ends meet. I'm seriously thinking about getting a second job.

After doing my usual evening chores of cooking and washing dishes, I got the kids to bed and sat down at the computer to read my e-mail. There were the usual chains of forwarded e-mails from my friends and

other junk mail. One e-mail caught my attention; the subject line said “Take Control of Your Life”.

My life is about as far out of my control as possible. We live paycheck to paycheck and have to juggle bills each month. It would be nice to have some type of control over my life.

I read the e-mail, and it talked about a way to take control of my life and not be dependent on my employer. It was something called Real Estate Jobbing that would allow me to make extra money in my spare time, with zero money, zero credit and there would be zero risk.

The e-mail was very intriguing. We certainly could use some extra money. Maybe **this** could be my second job. We don’t have a lot of money available, and our credit is less than perfect from months of juggling bills, and I would love to have some control over my life.

It’s probably one of those no money down things I see advertised on TV, or some other get rich quick plan. I will check out the website tomorrow; it’s already after 10:00 and I’m going to bed now.



Self Analysis

It was another ordinary day at work. Most of the patients being admitted to the hospital are friendly enough, but there’s always a few that are rude. One gentleman came in with his wife, and they owned a

landscaping company together. He did the work and she kept the books.

I've always dreamed of owning my own business, every since I started a paper route when I was a kid. The right opportunity just does not seem to exist anymore.

A lot of money is usually required and there is always risk. Or it's some get rich quick scheme, that promises riches overnight without any effort. We just can't afford any mistakes right now.

Valerie's situation has me thinking that starting my own business would be nice. I don't want to experience the trauma of downsizing again. Last time it caused a major disruption in our lives. Not to mention the worry. We can't live on unemployment wages.

I visited the Real Estate Jobber website. Real Estate Jobbing is simply finding leads for Investors! It's not buying houses with no money down like I've seen on TV. The top of the page read, "Learn about Real Estate Investing with Zero Money, Zero Credit, Zero Risk".

Mike and I used to have dreams of a fabulous lifestyle. We would have the perfect house, the perfect car, the perfect life. Somewhere along the way that all got lost in the daily grind of our simple life.

Maybe real estate investing could help us finally make progress towards those things!

The site confirmed my thoughts that it's dangerous to place our future in someone else's hands. The best way to control my life is by having my own business. I wouldn't have to worry about being downsized, and I could determine my own future.

Just the thought of owning my own business has me excited again. It might be a way to break out of the rut I've been in.

Barry's Thoughts

Many people are under the mistaken belief that working for someone else is the only alternative. This is not true; everyone has the ability to take control of his or her life...



... but most are afraid to try.

Barry's Thoughts

It's a five-volume course that will teach me everything I need to know to become a Real Estate Jobber. The cost is reasonable, and there's a free e-book I can check out first. I'm definitely going to request the e-book and find out what Real Estate Jobbing is all about.

Real Estate Jobbing Volume 1

Worries at Work

I haven't written in a couple of days, but there has been a lot going on.

The rumors are circulating at work about layoffs again. Our department is being targeted, since admissions have been decreasing over the past six months. So everyone is nervous, including me.

Administration is thinking of having the Emergency Room staff handle all of the admissions, since they are already open 24-hours a day. Only two of the ten current admission staff will be kept. I'm low on the seniority ladder and would probably be let go.

It's obvious that companies are only concerned with their bottom line, and the hospital is no different. Even if my job was safe this time, what about the next time? What if my retirement fund was mismanaged and disappeared? Do I really want to gamble my family's future solely on this or any other company?

I'm not freaking out like I thought I would. I received the Real Estate Jobbing 101 e-book. I really liked what I read and it caused me to do some serious thinking about our current situation.

I logged onto the computer a couple of nights ago and began retrieving my e-mail. I saw an e-mail entitled, "**Here's Your Free E-Book**". I had completely forgotten that I requested it. I downloaded the e-book and began reading.

The e-book talked about me taking control of my life by simply finding leads for Real Estate Investors. It sounded like a great opportunity and is something I feel I can do. The book is right; I would feel better having something to fall back on in case I lost my job. It's like an emergency parachute.

The most exciting part was the possibility of becoming a Real Estate Investor and being financially independent. Many Real Estate Investors are earning over a half million dollars a year. Real estate has created more millionaires than any other industry.

I'm already comfortable with the concept, since we have gone through the process of buying a house. In a sense we're already Real Estate Investors. Now we just need to make a profit!

I again started dreaming about the life Mike and I had always wanted. Early on we both felt we were destined to be wealthy, but in 10 years of marriage it has not come close to happening.

It's now just a remnant of a wonderful dream. We have become accustomed to our mediocre financial condition.

The course would allow me to start the business in my spare time and work from home. This would certainly be an ideal situation for a second job. I already spend enough time away from the kids. This will allow me to have my cake and eat it too!

The e-book says the real estate market has a never-ending supply of properties. When I thought about it, I realized it was true. People will always need a place to live, whether they are buying or renting.

The book talks about building a business as opposed to starting a business. The term building definitely sounds like you are making

something permanent. It also spelled out what a perfect business would offer.

- ✓ I can start it in my spare time, without quitting my job.
- ✓ I can start it with very little money and it would not cause a hardship for my family.
- ✓ I would be able to use the resources that I already have.
- ✓ I would have a desirable product that will always be needed.
- ✓ I would be able to begin earning money quickly.
- ✓ There would be no overhead costs.
- ✓ I would be able to grow the business so that I can quit my job and take control of my life.

Real Estate Jobbing meets each of the criteria.

The book also talked about not having financial risk. The only risk is having to learn something new. Am I willing to risk learning something new? Yes, as long as the risk could not harm my family. I'm sure with a little training, I can find leads for Real Estate Investors.

I found out that fear is the major obstacle to overcome. I've been scared a lot lately. I've been worried about bills, my job and the future. However, all of the worrying is not helping. The only way to eliminate the worry is to take control of my life.

Generating leads sounds easy. There is no selling involved. I simply have to learn how to find leads. I've always been very analytical and organized. I think it's something I can be good at.

I can make at least \$500 for each successful lead. If I am able to have one successful lead per week I will earn \$2,000 for the month. That's nearly 1-1/2 times my take home pay from the hospital!

It's not a get rich quick plan, but I can handle that. I would rather have something solid than some scheme that could fall apart at any time.

The book asked another tough question. Am I a champion? After reading the criteria I had to answer honestly, and no was the answer.

Mike and I have never been good at sacrificing. We seem to want instant gratification. Look at all the debt it's gotten us. We are dedicated to our jobs, but that has never carried over to our personal lives. We have to be dedicated to making our lives better.

My attitude has been less than positive lately. The financial pressure has almost given me a sense of hopelessness.

Procrastination has always been one of my major weaknesses. It's easy to put things off and I never seem to get around to doing them.



So I definitely am not a champion, but it's not too late. I can work to improve myself in these areas and eventually become a champion of my life!

I was also very pleased to read that Real Estate Jobbing involves “win-win” transactions. I’ve always been the type of person who is very upfront and enjoy helping people. I would not be able to handle deceiving people to make a quick buck. I’m sure it would come back around to haunt me one day.

It was also refreshing to read that Investors are nice people for the most part. I understand that there are jerks in every type of business. But I find it comforting just knowing that there are some people out there willing to help.

One of the greatest things is the opportunity for growth. There are three levels of Investing. I can start at the lowest level where there is no risk and work my way to the highest level. There is risk at the higher levels, but the rewards will be well worth the risks. Best of all, I can make excellent money while learning.

The middle level sounds particularly appealing; there is very little risk and high rewards. There I go again. To be a champion I must be willing to sacrifice. It’s best to start as a Jobber and learn the ropes. The big money will come eventually.

Another question was asked, “do I have what it takes to get started”? I don’t have everything right now. But, since there is nothing additional to buy, I can still get started and learn the traits that will make me successful.

The Jobber Biz Toolz contains an abundance of resources to help me get started. This is something I definitely want to try. I couldn’t wait to

talk to Mike about it. It was well after midnight by the time I had finished reading the e-book and I rushed to bed.

My job situation and the Real Estate Jobbing information has caused me to do some serious soul searching. I did not like what I found. It was time to make some changes. Like the book said, “**you can’t change your life, unless you change your life**”

Barry's Thoughts

This type of critical self-analysis can be very painful. You may find that you are not happy with where you are in your life. The first step to improving your situation is to take responsibility for where you are.

Don't blame anyone else or make excuses. Taking responsibility also means that you can make changes, to get where you want to be. Jo is on the right track so far.



Barry's Thoughts

Real Estate Jobbing Volume 1

A New Hope

I could hardly concentrate at work the next day, all I could think about was taking control of my life and not having the worries that I have now. I began thinking about moving into a bigger house with a backyard for the kids. We could go on vacations and most importantly I can spend more time with my family.

My mother always made sure we had a family vacation while we were growing up. We were not rich, but Val and I saw a lot of the country. I've always wanted to do the same for our kids, but we have never been able to swing it.

The day went by extremely slow. I wanted to tell Mike about Real Estate Jobbing, but he is not allowed to have calls at work unless it's an emergency.

I picked up the kids, rushed home and finally told him. He was less than enthused and said, "Remember the website business we thought was so great"? I was shocked back to reality.

I thought back to when we tried to start a website design business a few years ago. We went to a free seminar and discovered that building websites for small businesses would allow us to earn money.

We would not only get paid for designing the website, but also from the website rents the businesses would pay us each month. They called it being a Cyber-landlord. We would own the websites and rent them to other businesses.

Their revolutionary new software would make designing the websites a snap and businesses would jump at the chance to have their own website for only \$99 a month.

Using a bunch of credit cards we scraped up the \$1,200 necessary to buy three websites. We would lease the sites to small businesses for a set up fee of \$300 and a monthly fee of \$99.

We had to pay monthly fees of \$39, which would leave a \$60 positive cash flow each month. The \$180 monthly cash flow total from the three sites, plus the \$900 in set up fees really appealed to us.

I have always been good with computers and Mike is a people person. I thought we had the perfect team. I quickly mastered the software and was able to build a website in no time.

Mike would get off work at 3:00 and made sales calls Monday through Friday, on small businesses. After weeks of trying we finally made a sale to a pet supply store.

But within a few months the store changed ownership and dropped the website. We never recovered and gave up. We had the \$300 set up fee and about \$200 for three months of website rental fees, but still suffered a loss on our \$1,200 investment.

I almost had forgotten the awful feeling of that failure. But I'm trying to be a champion, so I persisted and told him this was different, and it would take very little money to order the course. He then reminded me of the two pyramid plans we had tried back in Michigan.

Again I thought back to the pyramid plans we had tried about 8 years ago. This was a failure from the beginning. Our friends and family wanted no part of it, and we could never build a down line. We ended up spending over \$500 on motivational tapes and other products that no one wanted to buy.

But still, I was feeling like a champion and was undaunted by the negative experiences, and continued telling Mike how great of an opportunity it was. Finally he said, “What would we have to do?”

I went on to tell him that we would only have to find leads for Real Estate Investors, and if the Investor bought the property they would pay us a \$500 to \$1,000 referral fee. Two referral fee payments would be more than an entire year of website rents!

Mike was still skeptical but relented, as long as the course was our only financial investment. Mike also had one other stipulation, I was on my own to get it started, because he had already had enough disappointment.

I have never tried to start a business without Mike, and I didn’t blame him for not wanting to get involved, but I quickly accepted his offer. I will spearhead the business, and Mike will provide whatever support I need with the kids and housework. I’m going to order the Real Estate Jobber Course immediately and begin taking control of my life!

Barry's Thoughts

Jo is facing a common situation. Many families have tried businesses in the past that did not work out. Most simply view themselves as failures and give up. The great motivational speaker Zig Zigler says, "failure is an event not a person."

The venture may have failed, but you cannot be a failure. Learn from your mistakes and those mistakes will pay dividends in the future.



Even though the businesses did not work out, it sounds like the Jobbers gained some skills that will help their new business.

We'll pick up Jo's story, and see how she fares in Volume 3 of the Real Estate Jobber Course. Be sure to order your course today!

<http://www.reiclub.com>

Barry's Thoughts

Real Estate Jobbing 101

DON'T LET FEAR DEFEAT YOU

As a Real Estate Jobber you can learn all about real estate investing in your spare time, without financial risk.

The risk that you will take is to step outside of your normal boundaries. You will be trying something new, and have to take action in order to learn the business, and earn the money that is out there waiting for you.

There is always some fear when trying something new, that's normal. What separates those who take control of their lives from those who don't, is the ability to overcome that fear? Fear is caused by having to step outside of your comfort zone.

Fear is nothing new. The Roman historian Titus Livius said, "We fear things in proportion to our ignorance of them". In other words the more familiar we become, the less we fear. Oh yeah, Titus said that in the year 12 (yes, that's 12 A.D.). You see people have been overcoming fear for a very long time. Fear is nothing new.

For instance my mother was very afraid of computers, because she had never used one. She must have thought something would jump out of the computer and scare her!



With gentle guiding from the family she slowly began to gain some confidence and comfort with the device. She faced her fear and was able to overcome it.

Real Estate Jobbing is really no different. The **Real Estate Jobber Course** will help you become knowledgeable and you will gain comfort. As you learn to use the principles taught in the course you will soon become fearless, and wonder why you were ever hesitant.

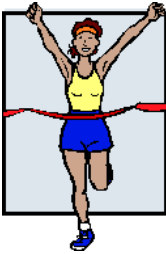
You will get an introduction to real estate investing that covers everything you need to know to get started as a Real Estate Jobber. **You will quickly become comfortable generating leads for established Real Estate Investors**, who buy and sell properties every day.

If you desire to take the next step and begin buying and selling properties yourself, you'll find the information in this course will continue to be extremely valuable. You will always have to know how, and where to find the properties that will make you money.

The **Real Estate Jobber Course** will cover everything you need to know, in order to find an abundance of these properties. Please use the link below to order your copy.

<http://www.reiclub.com>

Are You a Champion?



You don't have to be an athlete to be a champion. Most athletes spend their entire career trying to become a champion, trying to be the best they can be. By taking control, you can be a champion of your life. Let's look at a few of the characteristics of champions.

Sacrifice - Champions are willing to sacrifice some things now, in order to reach their ultimate goal. You may not want to devote the time it will take to succeed, but to take control of your life you will have to. It may be a few less hours of TV, or some late nights of research.

Whatever it is you must realize the short-term pain is worth the long-term gain. How many times have you heard a champion athlete say, **"It was worth all the blood, sweat and tears to win the championship"**.

Your championship is of course to be able to control your future and live the lifestyle of your dreams.

Dedication - Champions are 100% dedicated to their goals. A bump in the road will not discourage them from continuing. Champions realize that mistakes are part of life.

They look at mistakes as learning opportunities. Nothing can detour them from their goal. No matter what comes up a champion will figure out a way to make it work to their advantage.

You must show the same dedication towards your goals, believe me it's worth it. You must have the attitude that you will succeed no matter what. You can, and will overcome any obstacle that gets in your way. Nothing is going to stop you from taking control of your life!

Positive Attitude - Champions believe in themselves and those on their team. They do not allow negativity to creep into their minds. Champions see the way to success, while negative thinkers look for excuses. You have to be able to envision your success.

Imagine the lifestyle that you and your family will be able to have. Picture yourself achieving every goal that you set. Get your mind trained so that it will accept nothing less than becoming a champion.

Sense of Urgency - Champions do not procrastinate. They realize that the time for action is now. If you wait for everything to be perfect, for all of the stars to align, then the opportunity may pass you by. Put your plan together and then take action.

Everything is not going to be perfect, but you can always make adjustments along the way. **Tomorrow never comes for the procrastinator.**

These are just a few traits that champions possess. There is nothing mystical about them. These are traits anyone can have or learn; thus anyone can become a champion.

Yet only a select few will actually follow through all the way to the championship. Champions will do whatever it takes to win the big one, and so must you.

Let me rephrase my earlier question. **Do you want to be a champion and master of your destiny?** The choice is completely yours.

Real Estate Jobbing 101

What's Next?

This leads to step four in my four-step system. Step up to the next level and begin investing in real estate yourself. This is where you will truly take control of your financial well being and be able to earn substantial amounts of money.

The four steps are easy to follow and they manage risk well.

Step one has absolutely no risk, and is a way to gather free information on Real Estate Jobbing.

Step two you order the course and learn the ins and outs of the jobber business.

Step three you begin to generate leads for Investors and can decide if real estate investing is the way you want to go.

If you take **step 4** then you have decided that real estate investing is for you, and you are well prepared to begin.

If you are dissatisfied at any step, then you don't have to take the next step. If you decide to take the next step and later find that it's not for you, then you really haven't lost much. This method lets you figure out if real estate investing is for you, with the least amount of risk possible.

I think you will agree with me that Real Estate Jobbing is the best way to learn about and get started in real estate investing.

You can get started with the **Real Estate Jobber Course** by clicking on the link below!

<http://www.reiclub.com>

Real Estate Jobbing 101

WHAT TO EXPECT

The Real Estate Jobber Course Overview

The Real Estate Jobber Course is a five-volume course, with over 1,000 pages of useful information. It's designed to allow you to get started in real estate jobbing, in your spare time with zero money, zero credit and zero risk.

Real Estate Jobbing is the perfect introduction to the very profitable world of Real Estate Investing. You will learn the business first hand, while earning an excellent part-time income.

The Real Estate Jobber Course includes everything you need to get started right away.



Volume 1 – Real Estate Jobbing 101, is designed to give you an introduction and overview of Real Estate Jobbing. You will gain a thorough understanding of the Real Estate Jobbing business, the processes involved, and how it can work for you.



Volume 2 – The Getting Started Guide, will teach you the ins and outs of the Jobber business. You will learn how to find Investors, dozens of ways to locate leads, how to manage your Jobber business, and what to do to get started.



Volume 3 – Real Estate Jobbing in Action, see how a fictional Real Estate Jobber builds her business from the ground up. You will learn how to take the lessons and techniques from the Getting Started Guide and apply them to building your Jobber business.



Volume 4 – Real Estate Jobbing on the WWW, covers Real Estate Jobbing and the Internet in great detail. Discover how a website can take your Jobber business to the next level. You will learn how to build

and operate an inexpensive, yet professional website for your real estate jobber business.



Volume 5 – Real Estate Jobbing: Taking the Next Step, this is the newest volume in the Real Estate Jobber Course. You will get an idea of what to expect at the next level. You will get a much more detailed picture of what it's like to be a real estate investor, and learn how you can bridge the gap from Jobber to Investor.

The **Real Estate Jobbing Course** will teach you everything you need to know to get started as a Real Estate Jobber, and prepare you to become a Real Estate Investor.

It's a step-by-step approach, loaded with real life documents and examples to learn from. It's designed to teach anyone how to earn thousands of dollars in their spare time, as a Real Estate Jobber. You will learn to use all of the tools included in the **Real Estate Jobber Course**.



You will be able to determine which Investors are the best to work with, and will allow you to benefit from their experience. You will also learn dozens of sources to find motivated sellers, and how to most effectively use those sources.

There is a section completely devoted to managing your Real Estate Jobber business, which explains how to best organize your business for optimal results. You will be well prepared to become a Real Estate Investor. In fact you will know more than some current Investors! There is a complete glossary of commonly used terms included. You will learn the language that professional Investors use.

Here are some of the additional topics covered in your **Real Estate Jobber Course**:

- ✓ Setting a course of action.
- ✓ Long-term goals.
- ✓ Short-term goals.
- ✓ Monthly action plans.
- ✓ Jobber strategic action plan.
- ✓ Where to find leads.
- ✓ Generating a ton of leads for Investors.
- ✓ Dozens of lead sources.
- ✓ Estimating the fair market value.
- ✓ Marketing for motivated sellers.
- ✓ Managing the business.
- ✓ Communicating with Investors.
- ✓ Real Estate Jobber ratios.
- ✓ The real estate jobbing process.
- ✓ Learn to bring it all together.

- ✓ 10 day quick start plan.
- ✓ Motivation.
- ✓ Suggested reading.
- ✓ How a jobber business is built from the ground up.
- ✓ Why have a website?
- ✓ Why is the Internet so popular?
- ✓ How can a website help your business?
- ✓ The anatomy of a website.
- ✓ The website development cycle.
- ✓ Building a jobber business website.
- ✓ Multiple streams of income from your website.
- ✓ How the property buying process works.
- ✓ How the Real Estate Wholesaling business works.
- ✓ Some popular investing strategies used today.
- ✓ How real estate contracts work.
- ✓ Some resources for real estate financing.
- ✓ Being a professional Real Estate Investor.

Real Estate Jobbing 101

Testimonial

"Barry,

I want to take a moment to commend you on your income generator system. Your concept (the Jobber) is an outstanding idea for making money while learning CRITICAL information necessary to become a successful Investor. Your method is outstanding! The Volumes cover the HOW in incredible detail! This is not theory, but real hands on stuff! I am also enjoying the newsletter, very helpful in reminding me what I need to do next."

*Kelly
Muskegon, MI*

A FEW BENEFITS OF THE COURSE

Let's take a look at a checklist of some of the great benefits you will receive from the **Real Estate Jobber Course**.

- ✓ **Begin taking control of your life immediately!**
 - Your risk free introduction to real estate investing.
 - You will learn how to get started in real estate investing.
 - You will need zero money, zero credit and have zero risk.
 - You will learn how to make money in your spare time.
 - You will learn the secrets behind Investors wealth.
 - You will learn how to follow in their footsteps.

- ✓ **You can earn thousands of dollars in your spare time!**
 - You will learn how to find hundreds of leads each month.
 - You will learn what types of properties Investors want to buy.
 - You will learn where to find the leads that will get you paid.
 - You will discover the lead sources that will earn you thousands.
 - Improve your family's standard of living.
 - The more leads you find, the more money you will make.

- ✓ **Gain valuable knowledge that you can always draw on!**
 - All of the lead finding secrets are revealed to you.
 - You will learn dozens of ways to find leads.
 - You will gain knowledge many Investors don't have.
 - You will save time by concentrating on proven lead sources.
 - Use this knowledge to find a below market priced home for yourself.

Testimonial

"Barry,

After my review of your course, all I can say is I think it is excellent!! You have done a very good job and I am sure that this information is well worth ten times what you are selling it for!! You are practically giving it away!"

Michael Trotter

Incredible Home Source

Houston, TX

michael.trotter@ps.ge.com

- ✓ **You can start earning money right away!**
 - Quick start program to help get you going immediately.
 - Tells you exactly what to do during the first 10 days to get started.
 - You won't have to guess, with step-by-step instructions.

- ✓ **Learn to make contacts that make you money!**
 - Learn how to find all of the Investors that you need.
 - You will learn how to easily communicate with Investors.
 - You will learn how to receive payment from Investors.

- ✓ **The pros will fight to have your services!**
 - You will learn how to find the information Investors need.
 - You will learn where to find the property information Investors need.
 - You will learn what property information Investors need.
 - You will learn how to best communicate the information to Investors.
 - You will learn why Investors will love you for providing this level of information.
 - Make your reputation rock solid and gain respect by providing top quality information.

- You will learn the business without risking your own money.
- You will learn how to get Investors to teach you the business first hand.

- ✓ **The Jobber business is completely laid out for you!**
 - You will learn using a step-by-step instructional guide!
 - You will learn exactly how to earn money as a successful jobber!
 - You will receive detailed instructions in plain English that are easy to follow.

- ✓ **Control your future and provide security for your family!**
 - You'll build your own business where you are the boss.
 - You can work hours that fit into your family's schedule.
 - You will learn how to use the Internet to save hours of time each week.
 - You will learn how to manage your Jobber business.
 - You will determine how much money you can make.
 - You will learn how to start taking control of your life.

- ✓ **Live your dreams!**
 - You don't have to quit your day job.
 - A fun and ideal home business.
 - There is no financial risk to your family.
 - You decide how much time to devote to jobbing.
 - You can involve other members of your family.
- ✓ **You'll use moneysaving technology at its best!**
 - E-book format (PDF) for on-line viewing or printing.
 - You can download your Real Estate Jobber course immediately.
 - You will have zero shipping cost.
 - You will not have to install any software.
 - You can read the course on line and use the interactive links.
 - You can print the books to continually reference.
 - You can download the latest version of the Adobe Acrobat Reader free.

- You can access the system from any computer.

Testimonial

Barry,

This is the best e-book I've ever seen. I've bought them all and most have been very disappointing, to say the least. Your e-book is complete, easy to read and easy to follow. It's exactly what I needed to actually STOP reading and get STARTED!! Penny for penny you've undercharged for the volume and quality of information.

Thank you!

Pat Haworth
Houston, TX

<mailto:phaworth@houston.rr.com>

- ✓ **Knowledge delivered to your e-mail box each month!**
 - You will receive a free membership in the Real Estate Jobber Network.
 - You will receive the REJ Today newsletter monthly.
 - You will get helpful tips that can be applied to your Jobber business.
 - You will receive free tools to use in your business.
 - You will receive free e-books.
 - You can share success stories and learn from other Jobbers.
 - You will receive business tips and share in best practices.
 - You will have access to articles from the top names in the business.
 - Keep current on the best Internet resources available.
 - Keep your business on track and running smoothly.

- ✓ **Real estate is an established industry with a proven product!**
 - Not a fly by night get rich quick scheme.
 - Designed to build long-term wealth.
 - Enjoy the many tax benefits.
 - Your effort will assure success.
 - You'll have a virtually unending supply and market.

- There are millions of properties for sale everyday all over the country.
- You will receive business tips.

Testimonial

"Barry,

I like your materials; I actually printed out all 900 pages (double-sided) and threw it in a binder for ease of use. You write with a wonderful conversational style, which makes the materials particularly easy to read. I know that Real Estate Jobbing is an appropriate application for me to learn about real estate investing and earn some extra money at the same time! I appreciate your clear materials, your willingness to share them and their reasonable cost. And thank you very much for your continued correspondence."

Lorraine

San Francisco

invest123work@yahoo.com

- ✓ **Everything you need to get started!**
 - Free specialty e-books included.
 - You will get a course on business planning and goal setting.
 - Complete guide to managing your Jobber business.
 - You will learn the motivational techniques used by the pros.
 - Electronic forms to keep you organized.
 - Forms can be used to operate and manage your business.
 - You can customize the forms to fit your needs.
 - You will receive timeless business and personal advice from top authors.

- ✓ **Speak the language of the pros!**
 - Complete glossary of common real estate terms included.
 - You will learn the "language" of real estate.
 - You will have an understanding of the terms the pros use.
 - You can electronically look up unfamiliar words.

✓ **You won't be alone!**

- Unlimited e-mail support.
- You will receive a private e-mail address to use for any questions.
- You can contact support for any jobber issues that you come across.
- Don't worry about getting stuck; you're only an e-mail away from help.
- You will receive encouragement and reassurance to keep you motivated.
- You will get quick answers.

Testimonial

"I have received the real estate jobbing course. I am very impressed with the information you provide. I was afraid that there would not be enough info to get started but, there was and then some! I am truly amazed at how you go out of your way to help those who are just starting out. I identify very well with "Jo Jobber" in vol. 3 and I think it was a wonderful idea to come up with her diary. It has really helped a lot. Your ebooks were money well spent. "

Marrisa Brown

Columbia, MO

marrisa.brown@mchsi.com

✓ **You will always stay current!**

- Free lifetime updates.
- You will receive all updated volumes free (download version).
- You will always have the latest information and techniques.
- You will receive the updated volumes before they are available to the general public.

✓ **Get the best information available!**

- Interactive links to an abundance of helpful resources.
- You will have real time access to dozens of helpful websites.

- You will learn where the best free information and products are.
 - You will have access to several free downloads to help your business.
 - You will learn about sites that can cut your work hours in half.
- ✓ **The only system dedicated solely to Real Estate Jobbing!**
- Loaded with real life examples and documents.
 - Not theory based.
 - Learn from my experience, as well as, from other Jobbers.
 - Learning is fast and easy.
 - You will learn using real life solutions that you can apply.
 - You will reference official documents and records as examples.
 - You will know and understand the documents before you get started.

Testimonial

"I just wanted to thank you for providing such a wonderful resource for those of us interested in becoming 'Bird Dog's" in the Real Estate Business. Your course has literally helped me 'open my eyes' and guide me towards building a step by step system to find property leads for potential Investors....and also move me to the next step of becoming a wholesaler....I am grateful for your help and guidance. Keep up the good work, and thank you!!"

Delores Gildea
New York, NY
revital00@yahoo.com

- ✓ **Keep your knowledge razor sharp!**
- Resource center for learning aids included.
 - You will receive recommendations for continuing education.
 - You will learn which books and tapes are best for your business.

- You will receive e-mail updates alerting you when a new learning resource is available.

- ✓ **Prepare to make the big money!**
 - You will learn how to prepare to become an Investor.
 - You will learn how to minimize risk as an Investor.
 - You will learn which programs are best to help you take this step.
 - You will learn how to use your contacts to avoid costly mistakes.

- ✓ **No risk!**
 - 100% Iron Clad satisfaction guarantee.
 - No questions asked.
 - 365 days.

- ✓ **You will get a preview of life at the next level!**
 - Learn how to go from Jobber to Investor.
 - You will receive an introduction to property buying.
 - You will receive an introduction to real estate financing.
 - You will learn how real estate contracts work.

- ✓ **Anyone can do it!**
 - You don't need real estate knowledge.
 - You don't need a license.
 - You don't need prior business experience.
 - You can be any age from 17 to 117.
 - It doesn't matter where you live.
 - Your current occupation doesn't matter.

Testimonial

"Barry,

Your service and attentiveness has been outstanding. Your product is amazing. I have yet to encounter something that provides so much for such a small price."

Shuaib Meacham

Wilmington, DE

Scholarpoet@earthlink.net

TAKE ACTION!

The 3 Perceived Barriers

There are three **perceived** barriers preventing people from believing they can be successful Real Estate Investors. They feel they lack:

1. Knowledge
2. Confidence
3. Money

These are some very valid concerns. However, Real Estate Jobbing can help you overcome all of these barriers.

You will gain knowledge the best way possible, through a combination of studying and hands on with Mentors. The Real Estate Jobber Course will teach you everything you need to know to get started, and the hands on experience will come as you are finding leads and working with Investors.

While you are building knowledge you will also gain confidence. The best way to gain confidence is by doing and seeing other people doing. As you are working in your jobber business you will realize that when done correctly, real estate investing is everything you thought it was. You will see first hand how Investors put deals together and make a lot of money from these deals.

Money is not a problem to get started as a Real Estate Jobber. You will actually get paid to learn the business. In fact, it's the most cost effective, risk free way to learn about real estate investing.



Real Estate Jobbing is actually based on the old Craftsman and Apprentice relationship, which dates back to medieval times. The apprentice works under the craftsman to learn the trade. It involved a combination of studying and hands on experience.

The Craftsman received some very inexpensive help, which helped the business to flourish. The Apprentice learned a craft that would pay big dividends in the future and earned some money at the same time.

The concept of win-win has worked for a very long time, and it will work for you too!

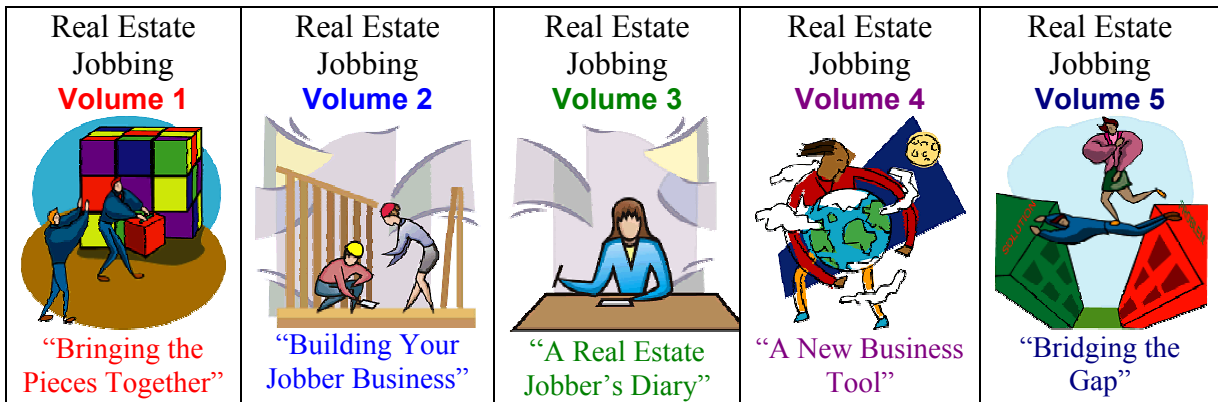
Don't let **perceived** barriers stop you from getting what you want out of life for you and your family.

So with that...

...take control of your life and don't trust your future to anyone else. Give your family the lifestyle they deserve. Don't delay another minute order your **Real Estate Jobber Course** today.

It's a five-volume course, with over 1,000 pages full of valuable information.

The Real Estate Jobber Course 2004



Remember champions don't procrastinate! You can get the course risk free at the link below.

<http://www.reiclub.com>

Biz Toolz!

To help get you going as a Real Estate Jobber you will also receive the Jobber Biz Toolz with your **Real Estate Jobber Course**. These tools include a variety of resources, which all have one thing in common; **YOUR SUCCESS AS A JOBBER!**

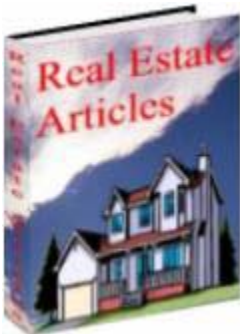
602 Pro PC Suite Software



Fast and compatible, these are words that define today's user requirements for an office suite. 602Pro PC SUITE, is seamlessly compatible with Microsoft® Office. The suite is composed of four full-featured applications: a word processor, spreadsheet, photo editor and photo organizer.

Real Estate Jobbing 101

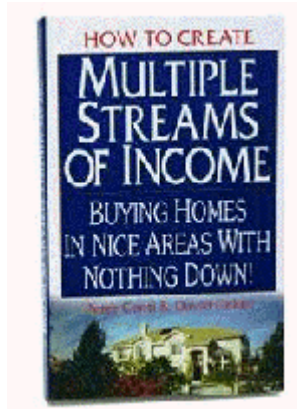
Real Estate Articles



Inside information from some of the top real estate Investors in the country. A variety of topics are covered, which can help give you a head start in the world of real estate investing. Also included is the "5 Steps to Jump Start Your Real Estate Investment career", a mini e-course that takes you step-by-step through the real estate investing process. This is the perfect compliment to your Real Estate Jobber Course.

Real Estate Jobbing 101

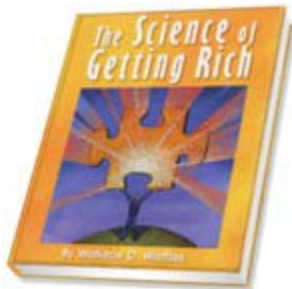
How to Create Multiple Streams of Income



After you have completed your Jobber training, learn how to take your leads and invest in the property yourself! You will learn all of the ins and outs of buying real estate through a variety of lease option programs.

Real Estate Jobbing 101

The Science of Getting Rich



The title speaks for its self. "The ownership of money and property comes as a result of doing things in a certain way. Those who do things in this certain way, whether on purpose or accidentally, get rich. Those who do not do things in this certain way, no matter how hard they work or how able they are, remain poor."

Real Estate Jobbing 101

AMF Daily Planner & PIM



Keep organized with the popular AMF Daily Planner and Personal Information Manager. This fully functional evaluation version works on your desktop and includes; a complete Rolodex (TM) style contact manager, a perpetual calendar, a sophisticated scheduling system for appointments and events and much, much, more. Use all of its tools to dramatically boost productivity, by managing your entire schedule with this state of the art personal information management system.

Real Estate Jobbing 101

Vision Screen Saver Software



A unique screen saver with 100 quotations from great minds throughout time, accented by beautiful nature photographs. Keep motivated with inspirational, common sense and humorous messages. Stay on track for success!

Real Estate Jobbing 101

250 Free Color Business Cards



You get 250 free personalized, full color business cards with your order! These are professional print quality cards on 100-pound paper stock. Choose from 30 designs and add your personalized information on-line.

Every businessperson needs business cards; get yours free.

Real Estate Jobbing 101

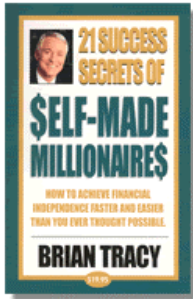
Think and Grow Rich



Napoleon Hill's classic is a must read for anyone seeking to be successful at any endeavor. This time tested philosophy has served many throughout history including, Thomas Edison, Henry Ford and Charles Schwab just to name a few.

Real Estate Jobbing 101

Brian Tracy's 21 Success Secrets of Self-Made Millionaires.



The common principles and practices of all men and women who become millionaires in one generation given to you by one of America's leading authorities on the development of the human potential.

Real Estate Jobbing 101

Remember you get the **Real Estate Jobber Course** and the resources listed above completely risk free. You will also receive the 21 Success Secrets of Self-Made Millionaires audio book to listen to at your convenience.

That's Not All!

You'll also get:

- Mortgage Calculator Software
- Domain Name Analyzer Software
- Do It Yourself Home Inspection Software (evaluation version)
- The Richest Man in Babylon E-book
- Acres of Diamonds E-book
- Goal Setting for Success E-book
- Street Smart Secrets of Success E-book
- Electronic version IRS Small Business Guide
- SBA Publication Pack

- 7 Electronic Real Estate Jobber Forms
- 31 Electronic Real Estate Investor Forms
- Free Website Real Estate Reports

As you can see everything you need to get started right away is included in the **Real Estate Jobber Course**.

Don't Delay, Order Your Real Estate Jobber Course Today!

<http://www.reiclub.com>

Feel free to contact me at any time and remember:

"You can't change your life, unless you change your life."

A handwritten signature in black ink that reads "Barry J. Grimes". The signature is written in a cursive style with a large initial 'B'.